

Loveland Technology Transfer Acceleration Program Update **March 31, 2012**

The program is off to a great start with the team having visited 10 companies during the month of March. The team consists of Betsey Hale, Marcie Erion, Kelly Peters from NCEDC, and David Lung from DA2. During one meeting, Mark Lake was present as was David Olsen during another, both DA2 consultants.

To review the process, this City of Loveland program includes conversations with 30 Loveland-based high-tech companies. These meetings are scheduled in sets of 10, with the first meetings conducted with companies deemed most capable of embracing the partnerships that DA2 can provide. The criteria for determining the order of the visits is, as agreed upon by the team:

Top 5 Qualifiers, in order of importance:

1. Open minded, enthusiastic, willing to embrace process for exploring potential NASA/Federal Lab partnering opportunities
2. Fiscally sound, have budget and history of investing in R&D, willing and able to pick up \$\$ hand-off
3. Professional demeanor and business acumen appropriate for dealing with NASA and other Federal Labs
4. Technology company (some service companies still may fit, but success rate is much lower)
5. Right timing (company may want to do it, but can't right now due to other priorities)

Each meeting begins with an introduction, by Marcie to the companies, about the city's Economic Development Plan and our desire to create a fertile environment in which our businesses can succeed and grow- that this plan is directly targeted to assist our existing companies. The process is then outlined which in general includes:

First conversation, sharing of basic information

If deemed appropriate, follow up brain-storming session with David Lung, often a Non-Disclosure Agreement would be signed at this point, and specific ideas or technologies shared

Depending upon possible partnership opportunities, next steps could involve conference calls with federal labs, other technology companies and consultants, etc

If partnership possibilities continue to be positive, a visit to NASA or other federal labs could occur as part of this program

As specific details start to be solidified, the expectation is that the business would take over the expenses regarding the projects and run with them from this point forward

This level of discourse and action may not occur with all companies. The city remains committed to seeding the project, not feeding the project.

The companies that have been visited so far are:

Cadeca Microcircuits
Vergent Products
Numerica
Colorado Concept Coatings
SA Technology- Robotics and Composites
Ensign Power
Scion Industries
DBM Technologies
Prieto Battery
Scion Aviation

The response to these initial conversations has been overwhelmingly positive. In nine out of ten cases, David left the meeting feeling he had strong connections for tech transfer or commercialization or partnership opportunities with other companies. He will conduct follow up meetings with seven of these businesses as further discussions have already begun with the other two, including a visit to NASA that has been taken by Vergent Products. David, Marcie and Kelly are in ongoing communication about the program and the progress of the individual companies. The companies are also very appreciative of the city's efforts and see it as a wonderful business incentive.

In addition to the benefits of the tech transfer initiative, the city and the NCEDC are gathering valuable information about our Loveland companies which is helping us to inventory technology, equipment and local collaborative opportunities.

The next 10 companies have been chosen and as David's schedule allows, initial conversations will be scheduled. It is important that David be able to work closely with the first 10 to maximize opportunities and as time allows, we will start to weave in the next group.

If you had additional questions, feel free to call or email me.

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